

Clear path. Open road.

# Navigating the new VM landscape:

Three decisions that define your journey

The constantly shifting IT landscape can be tough for executives to navigate. For every new solution or technology partner, they have to balance:

- o Risk of change vs price of standing still
- o Upfront costs vs ROI
- o Speed vs thoughtful growth

Savvy leaders looking for a new home for their VMs must work through three decision points – waystations along their journey that define their next move.



## Waystation 1: Deciding whether to migrate

When faced with new challenges like virtualization costs that have increased as much as **3x-12x**, decision makers first make a binary decision: to move or not to move.

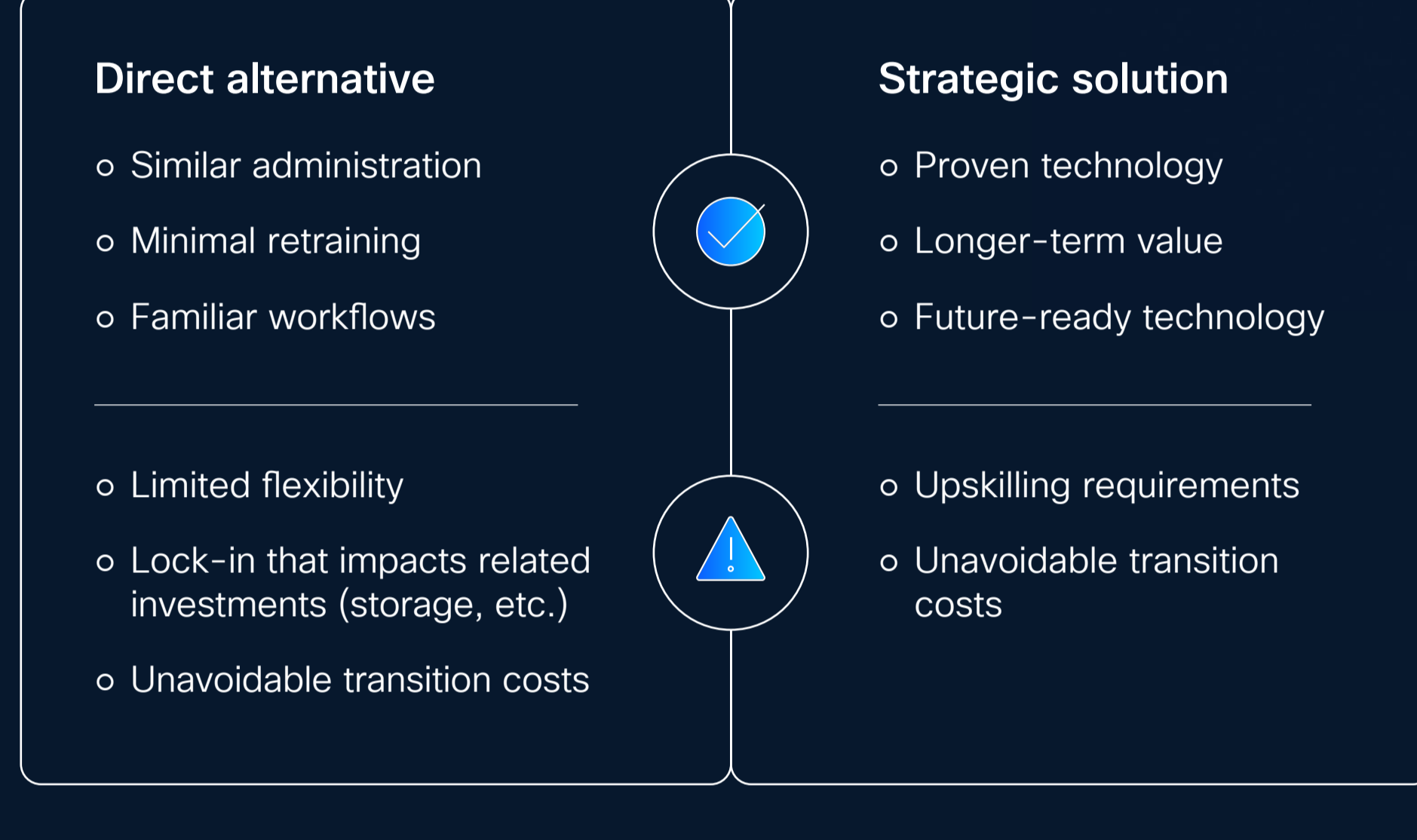
### Key questions to ask:

- o Is it strategic to absorb significant price increases if it means that I can keep technology that my team knows well?
- o Am I confident that my current vendor's pricing will plateau, or can I expect more instability in pricing?
- o How important is purchasing flexibility to my strategy? Does vendor lock-in hurt my long-term goals?

## Waystation 2: Choosing a new direction

Decision makers who have chosen to migrate now face another fork in the road: find a direct alternative to their current option or look for a new solution with longer-term flexibility.

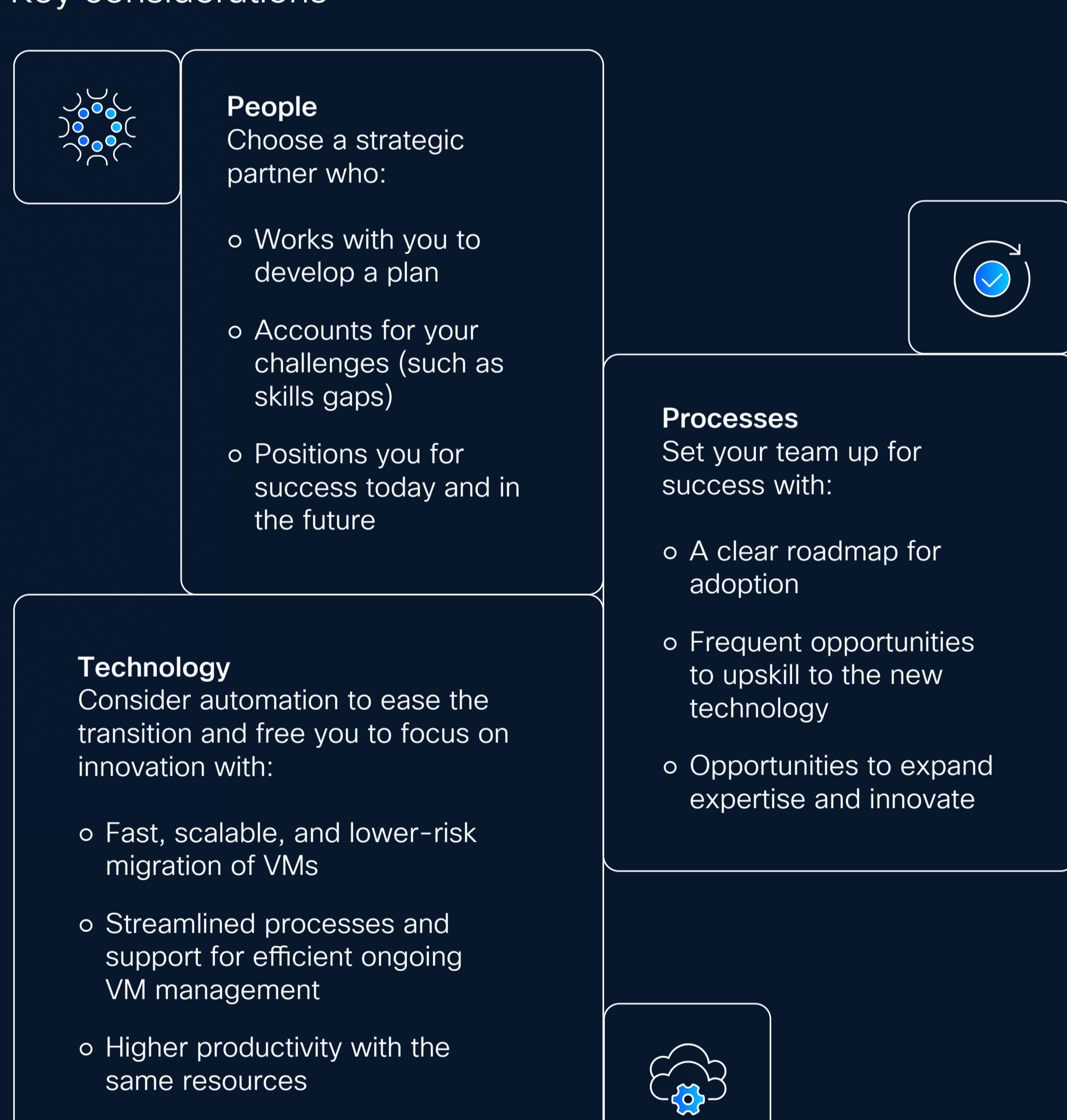
### Key considerations



## Waystation 3: Preparing for what's next









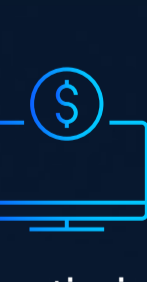

For those who have chosen to take a new path that will enable future success, the final waystation is their chance to prepare for what's next.

### Key considerations



## A more flexible, innovative future awaits

It's no secret that the virtualization market has been volatile. But smart IT executives are taking the opportunity to explore alternatives to legacy VM solutions. Virtualization with Red Hat and Cisco prepares you for a transformative future with:

-  Flexible infrastructure support
-  Better risk mitigation
-  Greater security
-  Superior innovation
-  Reliable technical support
-  Enhanced interoperability
-  No vendor lock-in
-  VM scalability
-  Cost optimization through compatibility with existing resources
-  Better customization

Ready to start your journey?  
**Contact us** for a free 1:1 consultation.

Clear path. Open road.

For more than a decade, Red Hat and Cisco have partnered to build highly secure, powerful solutions that accelerate digital transformation and IT modernization. It's what you need in today's hyper-competitive landscape: proven partners who will work with you to build your own AI-ready data centers, future-proofed workplaces, and digital resilience.

Flexible, simplified management of hybrid cloud infrastructure and cloud-native applications. Virtualization that doesn't break the bank...and positions you for future growth. Automation that frees your team to innovate. And AI capabilities that can give them wings.

We've cleared your secure path to digital transformation. The open road awaits.